



The Long & Foster Market Minute™

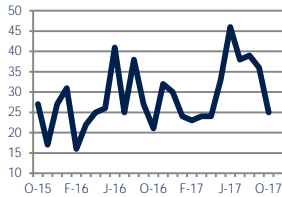
Focus On: Glenolden, Folcroft, and Norwood Housing Market

October 2017

Zip Code(s): 19036, 19032 and 19074

Units Sold

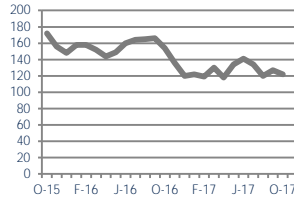
25



Up 19%
Vs. Year Ago

Active Inventory

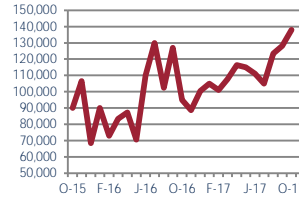
122



Down -21%
Vs. Year Ago

Median Sale Price

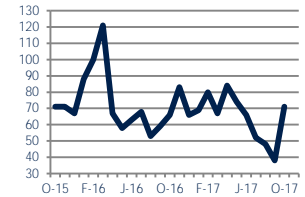
\$137,999



Up
Vs. Year Ago

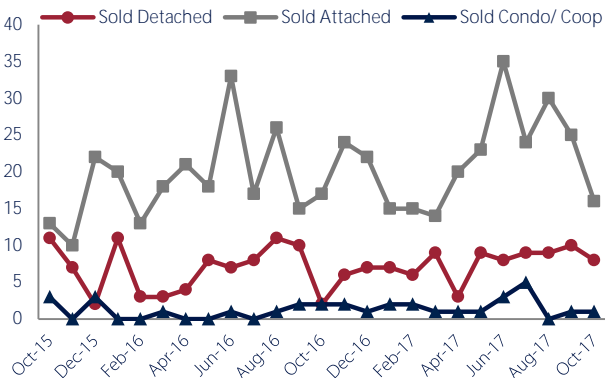
Days On Market

71



Up 8%
Vs. Year Ago

Units Sold*



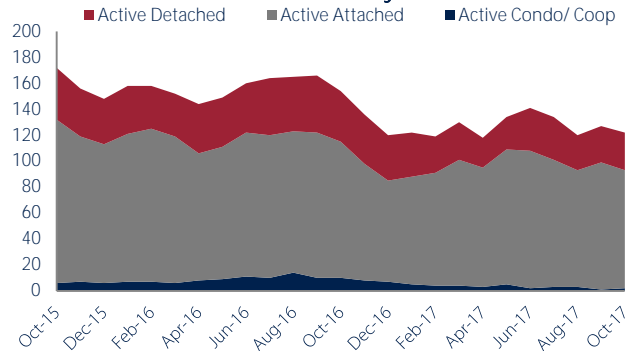
Units Sold

There was a decrease in total units sold in October, with 25 sold this month in Glenolden, Folcroft, and Norwood versus 36 last month, a decrease of 31%. This month's total units sold was higher than at this time last year, an increase of 19% versus October 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 21%. The total number of active inventory this October was 122 compared to 154 in October 2016. This month's total of 122 is lower than the previous month's total supply of available inventory of 127, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last October, the median sale price for Glenolden, Folcroft, and Norwood Homes was \$95,000. This October, the median sale price was \$137,999, an increase of \$42,999 compared to last year. The current median sold price is higher than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

LONG & FOSTER
REAL ESTATE

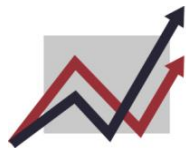
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Glenolden, Folcroft, and Norwood are defined as properties listed in zip code/s 19036, 19032 and 19074.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by TREND and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of TREND or Long & Foster Real Estate, Inc.

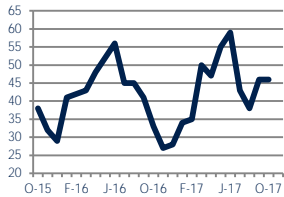




Zip Code(s): 19036, 19032 and 19074

New Listings

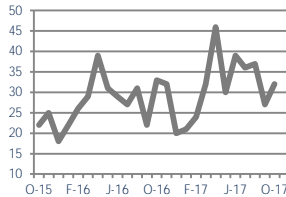
46



Up 39%
Vs. Year Ago

Current Contracts

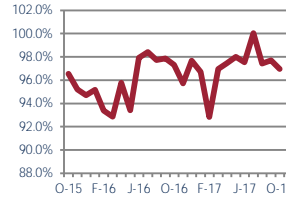
32



Down -3%
Vs. Year Ago

Sold Vs. List Price

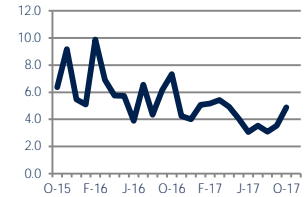
97.0%



No Change
Vs. Year Ago

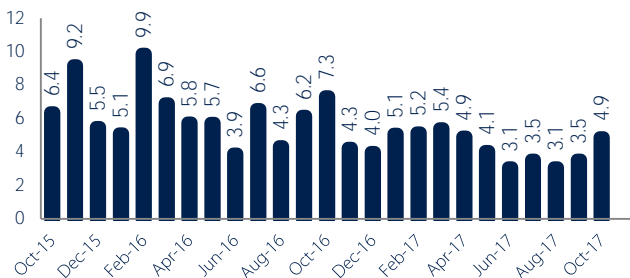
Months of Supply

4.9



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

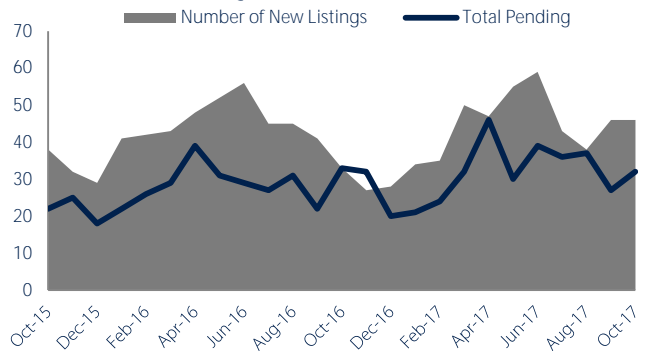
In October, there was 4.9 months of supply available in Glenolden, Folcroft, and Norwood, compared to 7.3 in October 2016. That is a decrease of 33% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

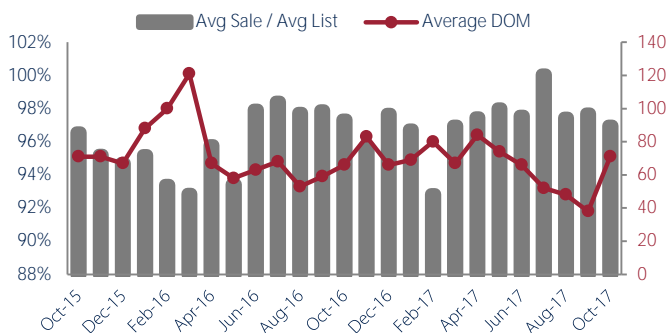
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Glenolden, Folcroft, and Norwood compared to 33 in October 2016, an increase of 39%. There were 32 current contracts pending sale this October compared to 33 a year ago. The number of current contracts is 3% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Glenolden, Folcroft, and Norwood was 97.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 71, higher than the average last year, which was 66, an increase of 8%.